ROUs: 1110 / 1210 / 1310 / 1710

Distribute to RJR Managers w/Chain responsibility for chains on attached Excel spreadsheet

Sales		Retail	
1221		1222	
1222		1223	
1223	5	1226	
1224		1229	
1225		ROM	
1226		PC	SC
1229		MC	PA
1240	AE		
1244	JM	RSM	RBM

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Source: https://www.industrydocuments.ucsf.edu/docs/sqxy0000

RJ REYNOLDS
TOBACCO COMPANY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

June 26, 1997

RJR Account #375878
P. Cox
McLANE-NORTHEAST

AUGUST WINSTON B2G2F / PROMOTION #700465

Dear Paul:

WINSTON B1G1F product has been ordered (see quantities listed below) to cover distribution of this promotion. **1365** SKUs of B2G2F Sleeves / Displays (Item #526982 @ 20/SKU) will be shipped to Consolidated Industries to pack this promotion. *(Note: This is not pre-sleeved product)*

#/ (6M) Cases B1G1F	WINSTON STYLE	UPC Code
182	*Box*	12300-24091
182	*Light Box*	12300-24092

Product PO Numbers:

State	*PO Number*	*#/Cases Per Style*	*EFT $ Amount*
CT	*ER1764-01*	*16*	*$3,082.79*
MA	*ER1765-01*	*15*	*1,720.12*
MD	*ER1766-01*	*1*	*234.67*
NH	*ER1767-01*	*2*	*535.35*
NJ	*ER1768-01*	*4*	*890.70*
NY	*ER1769-01*	*43*	*7,510.97*
OH	*ER1770-01*	*8*	*2,165.40*
PA	*ER1771-01*	*91*	*22,720.33*
RI	*ER1772-01*	*2*	*319.35*
		TOTAL EFT $ Amount:	**$39,179.68**

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Source: https://www.industrydocuments.ucsf.edu/docs/sqxy0000

Product Arrival:	**July 14, 1997**
Sleeves Arrival (Consolidated):	**July 17, 1997**
Ship Date to Retail:	**Week of August 4, 1997**
SKU CUBE:	**1.4360**
SKU WT (w/o Product):	**3.7500 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**4 Full Price Cartons**

Promotion Description:
Utilize self-contained Shipper Display. Shipper has 20 Buy-2-Get-2-Free Sleeves; two (2) buy-1-get-1-free pre-banded units should be placed into the sleeve. Consumer purchases two packs, receives two packs free.

SHIP NUMBER OF DISPLAYS TO EACH ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

See Attached 'Wholesaler Packing Instructions'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$2,548.00 (91 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

If you have any questions, please contact me. As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotions Coordinator
/jc
cc: R. Moore / McLane

ROUs: 1110 / 1210 / 1310 / 1710
Distribute to RJR Managers w/Chain responsibility for chains on attached Excel spreadsheet

1610: DK / SS / RMD
1000: J. Piscitelli
1340: J. Rago

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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McLANE-NORTHEAST (#375878): CIGARETTE DISPLAYS BY STATE

ROUs: 1110 / 1210 / 1310 / 1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

AUGUST: WINSTON B2G2F / PROMOTION #700465

RETAIL DISTRIBUTION DATE: 8/4/97

CHAIN NAME	NO. OF STORES	# DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL # DISPLAYS	NUMBER OF DISPLAYS PER GROUP PER STATE											
				CT	DE	MA	MD	ME	NH	NJ	NY	OH	PA	RI	VT
A-PLUS/ ATLANTIC/ SUNOCO	267	See List	365	2	2	27	6		3	5	80		237	3	
BP OIL	43	See List	166										166		
COASTAL MART	37	See List	40							11			29		
COUNTRY FAIR	70	See List	218								7	29	182		
CONV EXPRESS	5	See List	9								9				
COOKS CONVENIENT	6	See List	9								9				
DAIRY MART	115	See List	143	43		39					20		35	6	
F.L. ROBERTS	16	See List	28	11		17									
KRAUSZERS	14	See List	38	38											
MANLEY'S	8	See List	11								11				
MOBIL	97	See List	104	15		19			11	10	44		3	2	
MOBIL ON THE RUN (FRANCHISE)	8	See List	9			4			1		3			1	
PETR-AL	36	See List	41								41				
7-11 / SOUTHLAND	25	See List	29	11	2		1		1	4	6		4		
7/11 - HANDEE MART	24	See List	60				1					34	25		
SUGARCREEK	41	1	41								41				
SUNRISE FOODS	18	1	18								18				
INDEPENDENTS & SMALL CHAINS	31	See List	30	1		4	2		2	2	15		4		
TOTALS	861		1359	121	4	110	10	0	18	32	304	63	685	12	0

(MC-WINB2.XLS)6/26/97

(McLANE NO LONGER SHIPS TO DL/ KY/ OH(*Exception: 8 OH/ C.FAIR STORES)/ MI/ MD

cc: J. Piscitelli

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Source: https://www.industrydocuments.ucsf.edu/docs/sqxy0000